

Comparisons of Job Characteristics

Focus Occupation: Financial Managers (11-3031)

Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 86

Focus Occupation: Financial Managers (11-3031)

Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Customer and Personal Service	11.3	20.4	14.8	<< Extensive education and/or training may be required
Sales and Marketing	5.2	15.1	9.3	<< Extensive education and/or training may be required
Economics and Accounting	4.4	14.7	17.4	> Current knowledge level is likely sufficient
Mathematics	9.2	13.5	15.1	> Current knowledge level is likely sufficient
Law and Government	5.9	9.8	11.7	> Current knowledge level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 90

Focus Occupation: Financial Managers (11-3031)

Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Active Listening	11.0	14.9	14.3	0 Current skill level may be sufficient
Critical Thinking	10.8	14.5	14.1	0 Current skill level may be sufficient
Persuasion	7.4	14.2	11.1	<< Extensive development of skills in this area may be required
Systems Analysis	6.5	10.6	10.6	0 Current skill level may be sufficient
Negotiation	6.8	9.9	9.2	0 Current skill level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 98			
Focus Occupation: Financial Managers (11-3031)					
Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	15.8	15.4	0	Current ability level may be sufficient
Deductive Reasoning	10.6	13.8	14.0	0	Current ability level may be sufficient
Speech Clarity	10.2	13.7	13.0	0	Current ability level may be sufficient
Speech Recognition	9.9	13.4	13.0	0	Current ability level may be sufficient
Fluency of Ideas	7.6	11.4	10.2	<	Some improvement in abilities may be required
Originality	7.6	10.4	10.1	0	Current ability level may be sufficient
Mathematical Reasoning	6.3	9.4	12.0	>	Current ability level is likely sufficient
Number Facility	6.3	9.3	12.4	>>	Current ability level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 78
Focus Occupation: Financial Managers (11-3031) Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)		
Work Activities	Exclusivity of Activity	
Analyze financial data	57	
Analyze market conditions	81	
Follow contract, property, or insurance laws	70	
Monitor credit extension decisions	89	
Use government regulations	44	
Use knowledge of economic trends	77	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common	Similarity of Focus Occupation to Associated Occupation: 92
---	---

Focus Occupation: Financial Managers (11-3031)**Associated Occupation: Securities, Commodities, and Financial Services Sales Agents (41-3031)**

Tools and Technologies	Exclusivity
Business function specific software	1
Calculating machines and accessories	3
Computer data input devices	2
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.